

KDDL Limited

Kamla Centre, SCO 88-89, Sector 8-C, Chandigarh - 160 009, INDIA. Tel: +91 172 2548223/24, 2544378/79
Fax: +91 172 2548302, Website:www.kddl.com CIN-L33302HP1981PLC008123



Ref : KDDL/CS/2022-23/21

Date : 9th June, 2022

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
Mumbai - 400 051

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Trading Symbol : KDDL

Scrip Code : 532054

Subject: Investor Presentation

Dear Sir/ Madam,

Please find enclosed Investor Presentation for Q4 FY22.

Kindly take the same on record.

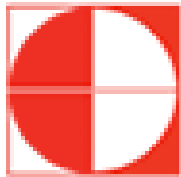
Thanking you,

Yours truly

For KDDL Limited



Brahm Prakash Kumar
Company Secretary



KDDL Limited

Investor Presentation
June 2022



This presentation and the accompanying slides (the “Presentation”), which has been prepared by KDDL Ltd, (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

***Q4 & FY22
Performance
Overview***

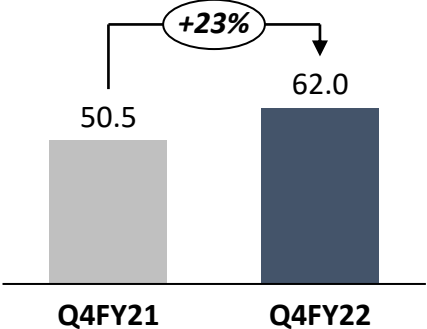


Q4FY22 Performance

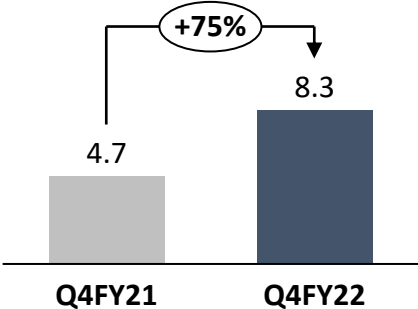


KDDL Standalone Performance (Rs. Crs.)

Revenue

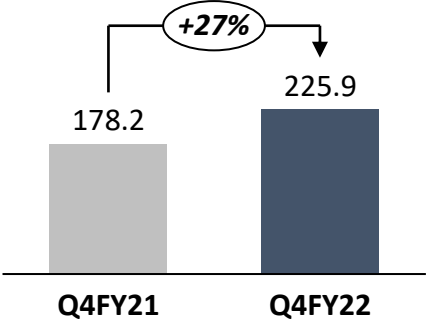


PAT

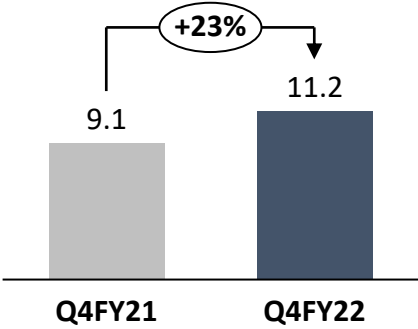


KDDL Consolidated Performance (Rs. Crs.)

Revenue



PAT

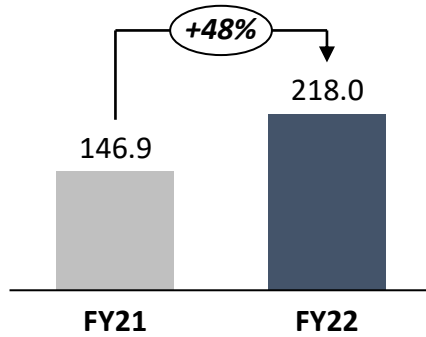


FY22 Performance

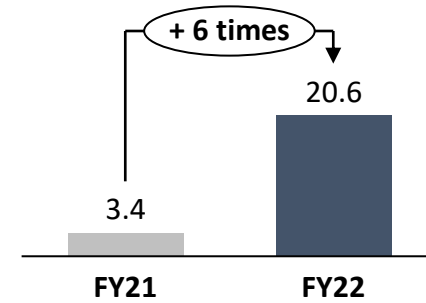


KDDL Standalone Performance (Rs. Crs.)

Revenue

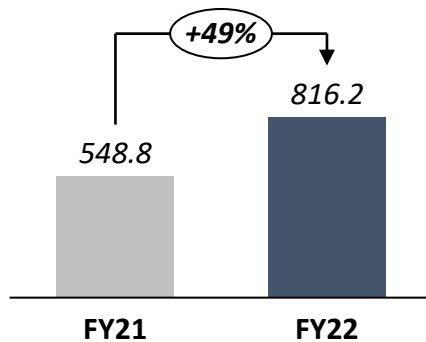


PAT

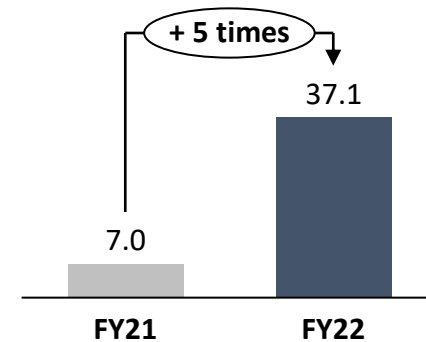


KDDL Consolidated Performance (Rs. Crs.)

Revenue



PAT



New Capex to drive growth



Dials Factory

- Expansion of Dials factory situated at Derabassi, Punjab
- The expansion will enhance the capacity of the unit by 0.5 million pcs. per annum, especially to cater for exports to the medium-high watch segment of Swiss Watches
- The expansion will involve capex of Rs. 16 crores and will be executed in phases over two years period (in FY23 and FY24)

Steel Bracelets

- Setting up of a new plant for manufacturing of top quality steel bracelets for watches around Bangalore (Karnataka)
- The plant will cater exclusively to mid and high-end Swiss and European watches market
- The expansion will involve a capital expenditure of Rs. 25 crores to be executed over next two years (in FY 23 and FY 24)
- The plant is intended to be setup with a capacity of 100k steel bracelets p.a.

Standalone Profit & Loss



Profit & Loss (Rs. Crs.)	Q4FY22	Q4FY21	YoY%	FY22	FY21	YoY%
Revenue	62.0	50.5	23%	218.0	146.9	48%
Cost of Goods Sold	16.3	12.1		57.2	37.7	
Gross Profit	45.7	38.4	19%	160.8	109.2	47%
Employee Expenses	17.4	14.6		64.9	49.7	
Other Expenses	16.7	11.7		55.6	35.7	
EBITDA	11.7	12.2	-4%	40.3	23.9	69%
Margin (%)	18.8%	24.2%		18.5%	16.2%	
Other Income	2.3	-0.2		5.5	2.5	
Interest	1.9	2.2		7.6	9.3	
Depreciation	3.0	2.9		11.7	12.0	
PBT	9.0	6.9	31%	26.5	5.1	415%
Tax	0.8	2.2		5.9	1.8	
PAT	8.3	4.7	75%	20.6	3.4	508%

Consolidated Profit & Loss



Profit & Loss (Rs. Crs.)	Q4FY22	Q4FY21	YoY%	FY22	FY21	YoY%
Revenue	225.9	178.2	27%	816.2	548.8	49%
Cost of Goods Sold	128.4	101.3		471.8	323.5	
Gross Profit	97.5	76.9	27%	344.4	225.3	53%
Employee Expenses	32.9	26.0		120.4	86.3	
Other Expenses	33.8	23.7		116.9	74.0	
EBITDA	30.8	27.3	13%	107.1	65.0	65%
Margin (%)	13.6%	15.3%		13.1%	11.8%	
Other Income	2.9	2.7		15.3	18.4	
Interest	6.4	6.4		24.8	26.8	
Depreciation	11.7	10.9		45.4	46.0	
Share of Profit / (Loss) of equity accounted investees	0.0	0.2		0.0	0.1	
PBT	15.7	12.8	22%	52.3	10.6	-
Tax	4.5	3.8		15.1	3.6	
PAT	11.2	9.1	23%	37.1	7.0	-

Consolidated Profit & Loss | Without IND AS 116



Profit & Loss (Rs. Crs.)	Q4FY22	Q4FY21	YoY%	FY22	FY21	YoY%
Revenue	225.9	178.2	27%	816.2	548.8	49%
Cost of Goods Sold	128.4	101.3		471.8	323.5	
Gross Profit	97.5	76.9	27%	344.4	225.3	53%
Employee Expenses	32.9	26.0		120.4	86.3	
Other Expenses	42.1	31.5		150.9	106.7	
Normalized EBITDA	22.5	19.4	16%	73.1	32.2	127%
Normalized EBITDA Margin (%)	9.9%	10.9%		9.0%	5.9%	
Other Income	2.9	2.7		15.3	18.4	
Interest	3.6	3.6		13.9	15.3	
Depreciation	5.0	4.4		18.5	18.7	
Share of Profit / (Loss) of equity accounted investees	0.0	0.2		0.0	0.1	
Normalized PBT	16.8	14.3	18%	56.0	16.8	234%

Standalone Balance Sheet



Assets (Rs. Crs.)	Mar-22	Mar-21	Liabilities (Rs. Crs.)	Mar-22	Mar-21
Non-current assets	248.1	216.2	Equity	215.9	173.1
Property, plant and equipment	92.6	90.8	Equity share capital	12.8	11.7
Capital work-in-progress	2.3	1.1	Other equity	203.1	161.3
Right-of-use asset	9.4	10.7			
Investment Property	0.1	0.3			
Other intangible assets	0.1	0.2	Non-current liabilities	47.5	53.0
Intangible assets under development	0.0	0.0	Financial Liabilities		
Financial assets			(i) Borrowings	39.0	40.9
(i) Investments	137.8	107.5	(ii) Lease Liabilities	2.5	4.2
(ii) Loans	0.8	0.8	(iii) Other financial liabilities	1.1	1.6
(iii) Other Financial assets	0.9	1.5	Provisions	-	0.4
Income Tax Asset	2.8	2.8	Deferred tax liability (net)	4.9	5.9
Other Non Current Assets	1.2	0.5			
Current assets	102.9	83.6	Current liabilities	29.4	36.8
Inventories	27.9	26.5	Financial Liabilities	2.4	2.0
Financial assets	0.0	0.0	(i) Borrowings	20.7	14.7
(i) Trade receivables	45.2	31.6	(ii) Lease Liabilities	14.4	10.7
(ii) Cash and cash equivalents	13.3	10.6	(iii) Trade payables	16.7	5.6
(iii) Other bank balances	2.9	2.9	(iv) Other financial liabilities	3.7	3.5
(iv) Loans	0.7	1.5	Other current liabilities	0.4	0.3
(v) Other financial assets	3.3	2.6	Provisions	29.4	36.8
Other current assets	9.7	7.8	Current tax liabilities(net)	2.4	2.0
Total Assets	351.1	299.7	Total Liabilities	351.1	299.7

Consolidated Balance Sheet



Assets (Rs. Crs.)	Mar-22	Mar-21	Liabilities (Rs. Crs.)	Mar-22	Mar-21
Non-current assets	300.8	277.9	Equity	309.9	227.3
Property, plant and equipment	159.9	153.7	Equity share capital	12.8	11.7
Capital work-in-progress	2.3	4.9	Other equity	239.0	174.8
Right-of-use asset	104.9	91.7	Non Controlling Interest	58.0	40.7
Intangible assets	0.6	0.6			
Intangible assets under development	0.0	0.1			
Investment Property	1.4	-	Non-current liabilities	170.1	160.7
Equity accounted investees	1.6	0.9	Financial Liabilities		
Financial assets			(i) Borrowings	77.2	77.4
(i) Investments	0.5	0.5	(ii) Lease Liabilities	84.8	72.9
(ii) Loans	0.8	0.9	(iii) Other financial liabilities	1.7	2.5
(iii) Other financial assets	12.0	10.4	Provisions	1.4	2.0
Income Tax Asset	4.7	4.3	Deferred tax liability (net)	4.9	5.9
Deferred tax assets (net)	9.1	8.2			
Other Non Current Assets	3.0	1.7			
			Current liabilities	258.5	229.6
Current assets	437.7	339.7	Financial Liabilities		
Inventories	279.5	225.5	(i) Borrowings	77.7	78.4
Financial assets			(ii) Lease Liabilities	25.3	20.9
(i) Trade receivables	45.4	40.8	(iii) Trade payables	105.6	87.1
(ii) Cash and cash equivalents	52.0	30.9	(iv) Other financial liabilities	24.0	20.7
(iii) Other bank balances	5.1	5.2	Other current liabilities	17.4	15.1
(iv) Loans	1.0	0.7	Provisions	7.8	6.5
(v) Other financial assets	9.3	11.6	Current tax liabilities(net)	0.6	0.9
Other current assets	45.4	25.0			
Total Assets	738.5	617.6	Total Liabilities	738.5	617.6



Manufacturing Business Overview



Watch Dials

- Commercial operations began in 1983
- Leading Global supplier of Watch Dial serving many well-known brands all over the world
- Manufacturing facilities located at Parwanoo & Derabassi, near Chandigarh in India
- Capability to manufacture dials with high & complex features

Watch Hands

- Commercial operations began in 1996
- Only supplier in India and one of 5 independent manufacturers globally; facilities located at Bengaluru
- Acquired Estima AG in Switzerland; to enhance presence in mid-priced segment European Brands

Value Proposition

- Deep Understanding of the Global Watch Industry
- Established relationships with Swiss Watch makers as well as Indian Watch makers
- Consistent Manufacturing meeting International Quality norms

Precision Engineering Business



Value Proposition

Eigen offers a full package of services, ranging from design and development to full scale production, providing customers with optimized supply chain solutions



Capabilities

We address various segments such as Electrical, Electronics, Automobile, Telecommunications, medical equipment, Aerospace, Consumer Durables etc



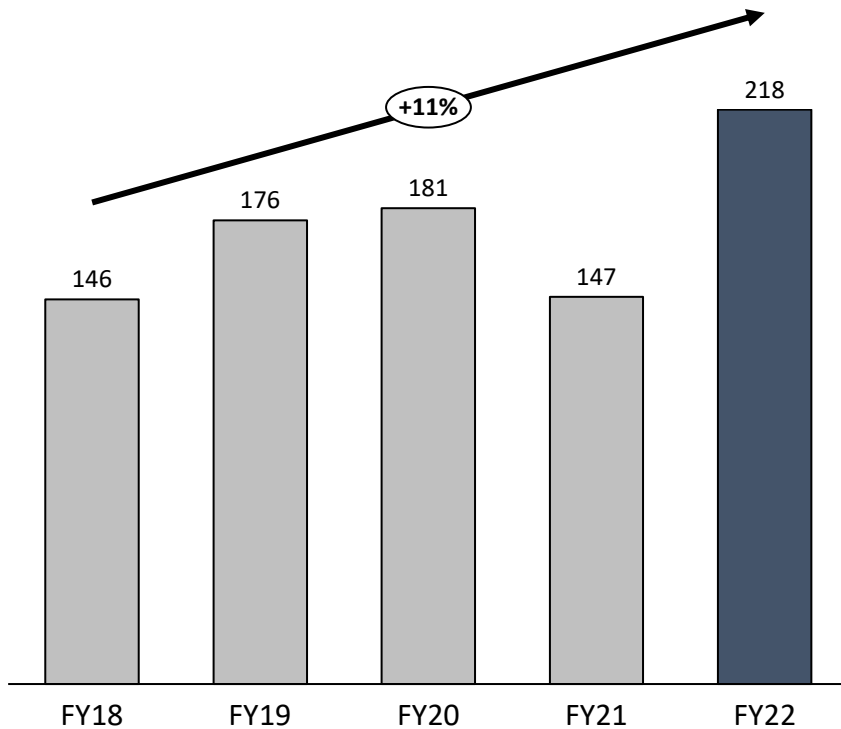
Customers

Enabling our customers to meet their design and production needs for over 12 years. We have some of the most well-known names in their industry as our esteemed customers

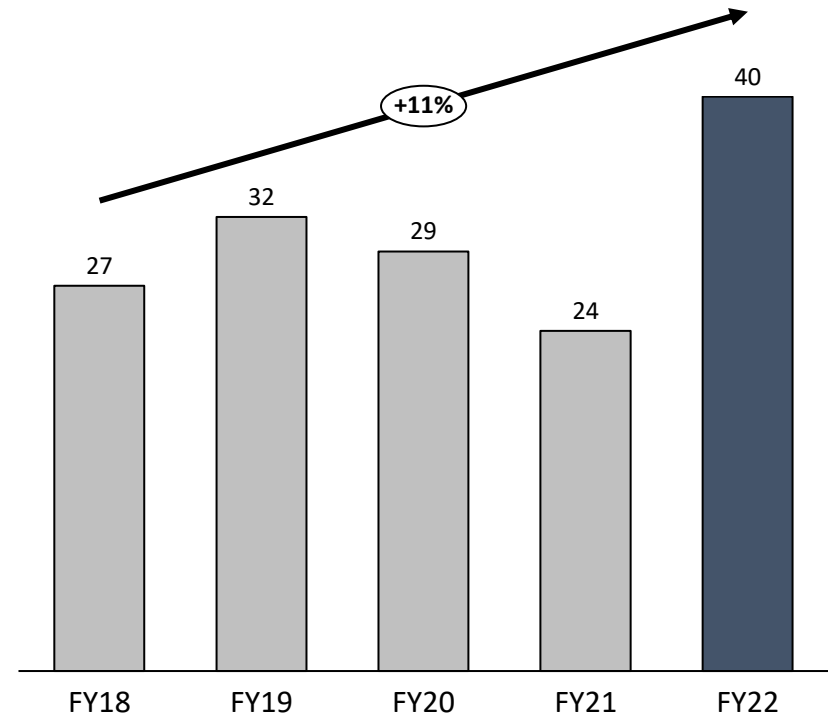
Manufacturing Performance*



Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)



The results for FY21 were adversely affected by the COVID-19 pandemic and may not be strictly comparable with previous periods

Ethos - Consolidated Profit & Loss



Profit and Loss (in Rs. Crs)	Q4FY22	Q4FY21	YoY	FY22	FY21	YoY
Revenue from Operations	158.7	123.1	29%	577.3	386.6	49%
Other Income	1.9	2.1		12.8	16.4	
Total Income	160.6	125.2		590.1	403.0	
Cost of Goods Sold	110.8	87.5		411.1	281.7	
Gross Profit (Revenue - COGS)	47.9	35.6	35%	166.2	104.9	58%
Gross Profit Margin	30.2%	28.9%		28.8%	27.1%	
Employee Cost	11.5	9.6		42.4	29.2	
Other Expenses	15.3	10.3		56.9	36.0	
EBITDA	23.0	17.8	30%	79.7	56.1	42%
EBITDA Margin	14.3%	14.2%		13.5%	13.9%	
Depreciation	8.0	7.7		31.5	32.5	
EBIT	15.0	10.1	48%	48.2	23.6	104%
Finance Cost	4.5	4.1		16.7	17.0	
Share in Profit/(loss) in JV and Associates	0.0	0.2		0.0	0.1	
Profit before Tax	10.5	6.2	70%	31.5	6.7	369%
Tax	2.7	1.7		8.1	2.0	
Profit After Tax	7.8	4.5	74%	23.4	4.8	392%
Profit After Tax Margin	4.9%	3.6%		4.0%	1.2%	

For Ethos updates – Please refer to the presentation uploaded to stock exchanges by Ethos Limited



For further information, please contact:

Company :



KDDL Limited
CIN : L33302HP1981PLC008123

Mr. Sanjeev Masown, CFO – KDDL
sanjeev.masown@kddl.com

www.kddl.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN : U74140MH2010PTC204285

Mr. Shogun Jain/ Mr. Shrenik Shah
+91 77383 77756 / +91 9664 764465
shogun.jain@sgapl.net / Shrenik.shah@sgapl.net

www.sgapl.net